

2025/6 Budget - Smokecraft

Start Date: 03/31/2025

End Date: 03/29/2026

LY Start: 04/01/2024

LY End: 03/30/2025

PERIOD 5

4/29/2024

5/26/2024

PERIOD 5

4/28/2025

5/25/2025

		2024 Actual	% of Sales	2025 Budget	% of Sales
Gross Sales					
5100	Food Sales	\$ 139,888.93	86.42%	\$ 159,272.93	84.78%
5180	NA Beverage	\$ 2,014.24	1.24%	\$ 2,293.35	1.22%
	Total Food Sales	\$ 141,903.17	87.66%	\$ 161,566.27	86.00%
5210	Liquor Sales	\$ 10,911.00	6.74%	\$ 16,681.30	8.88%
5220	Wine Sales	\$ 2,382.01	1.47%	\$ 3,641.74	1.94%
5230	Bottled Beer Sales	\$ 557.25	0.34%	\$ 851.95	0.45%
5240	Draft Beer Sales	\$ 6,118.00	3.78%	\$ 9,353.52	4.98%
	Total Beverage Sales	\$ 19,968.26	12.34%	\$ 30,528.51	16.25%
	Gross F&B Sales	\$ 161,871.43	99.09%	\$ 192,094.79	102.25%
Deductions					
5110	Goodwill Comps	\$ 424.83	0.26%	\$ 657.54	0.35%
5120	Guest Recovery Comps	\$ 471.25	0.29%	\$ 375.74	0.20%
5131	50% Employee Discounts	\$ 606.56	0.37%	\$ 563.60	0.30%
5132	Manager Meal Discounts	\$ 507.75	0.31%	\$ 469.67	0.25%
5150	Discounts Marketing	\$ 536.80	0.33%	\$ 469.67	0.25%
5250	Goodwill Bar Comps	\$ 188.00	0.12%	\$ 281.80	0.15%
	Total Deductions	\$ 2,735.19	1.67%	\$ 2,818.02	2.50%
Other Income and Expense					
5300	Sundry Sales	\$ 1,121.00	0.69%	\$ -	0.00%
5910	Service Charge Revenue - Catering	\$ 3,106.03	1.90%	\$ -	0.00%
	Total Other Income and Expense	\$ 4,227.03	2.59%	\$ -	0.00%
	Net Sales	\$ 163,363.27	100.00%	\$ 187,867.76	100.75%
Food Costs					
6110	Meat Cost	\$ 19,794.09	13.95%	\$ 23,588.68	14.60%
6120	Poultry Cost	\$ 3,475.10	2.45%	\$ 4,200.72	2.60%
6130	Seafood Cost	\$ 635.67	0.45%	\$ 807.83	0.50%
6140	Dairy Cost	\$ 5,493.32	3.87%	\$ 6,462.65	4.00%
6150	Produce Cost	\$ 5,108.52	3.60%	\$ 5,170.12	3.20%
6160	Bakery Cost	\$ 2,079.93	1.47%	\$ 2,261.93	1.40%
6170	Grocery Cost	\$ 8,305.37	5.85%	\$ 10,017.11	6.20%

6180	NA Beverage	\$	598.61	0.42%	\$	807.83	0.50%
	Total Food Cost	\$	45,490.61	32.06%	\$	53,316.87	33.00%
	Beverage Costs						
6210	Liquor Cost	\$	2,131.84	10.78%	\$	3,235.50	10.60%
6220	Wine Cost	\$	512.90	2.59%	\$	778.43	2.55%
6230	Bottled Beer Cost	\$	180.34	0.91%	\$	273.70	0.90%
6240	Draft Beer Cost	\$	1,236.15	6.25%	\$	1,876.11	6.15%
	Total Bev Cost	\$	4,061.23	20.34%	\$	6,163.73	20.00%
	Total F&B Costs	\$	49,551.84	30.33%	\$	59,480.60	31.66%
	Gross Profit	\$	113,811.43	69.67%	\$	128,387.16	68.34%
	Payroll Costs						
6310	Management Salaries	\$	11,922.89	7.30%	\$	15,038.46	8.00%
6311	Direct Labor - FOH	\$	4,720.67	2.89%	\$	5,166.36	2.75%
6312	Overtime Labor - FOH	\$	47.24	0.03%	\$	-	0.00%
6313	Training Labor	\$	639.36	0.39%	\$	281.80	0.15%
6314	Direct Labor - BOH	\$	28,578.07	17.49%	\$	30,998.18	16.50%
6315	Overtime Labor - BOH	\$	719.77	0.44%	\$	-	0.00%
6320	Commission Paid	\$	-	0.00%	\$	-	0.00%
	Total Labor	\$	46,628.00	28.54%	\$	51,484.81	27.40%
6510	Payroll Taxes	\$	5,491.68	3.36%	\$	6,575.37	3.50%
6530	Vacation Pay	\$	-	0.00%	\$	-	0.00%
6540	Parking	\$	-	0.00%	\$	200.00	0.11%
6550	Uniform Allowance	\$	(70.00)	-0.04%	\$	-	0.00%
6560	Continuing Education	\$	-	0.00%	\$	-	0.00%
6570	Group Insurance	\$	390.80	0.24%	\$	565.00	0.30%
6580	Workers Compensation	\$	445.08	0.27%	\$	510.00	0.27%
6610	Other Benefits	\$	-	0.00%	\$	-	0.00%
6615	Payroll Processing Fees	\$	269.00	0.16%	\$	300.00	0.25%
	Total Payroll Expenses	\$	6,526.56	4.00%	\$	8,150.37	4.34%
	Total Payroll Costs	\$	53,154.56	32.54%	\$	59,635.18	31.74%
	Controllable Expenses						
6500	3rd Party Delivery Expense	\$	5,470.30	3.35%	\$	8,923.72	4.75%
6710	Operating Lease/Rentals-Kitchen/Bar	\$	543.64	0.33%	\$	550.00	0.29%
6740	Security	\$	-	0.00%	\$	-	0.00%
6750	Trash Removal	\$	-	0.00%	\$	-	0.00%
6790	Other Contracted Services	\$	300.00	0.18%	\$	300.00	0.16%
7010	Register Over/Short	\$	45.41	0.03%	\$	-	0.00%
7010	China/Glassware/Silverware	\$	64.31	0.04%	\$	281.80	0.15%
7040	Cleaning Supplies	\$	1,402.72	0.86%	\$	375.74	0.20%
7045	Dish Chemicals	\$	59.81	0.04%	\$	563.60	0.30%

7050	Decorations	\$ -	0.00%	\$ -	0.00%
7060	Linens	\$ 914.28	0.56%	\$ 1,221.14	0.65%
7080	New Menus/Printing	\$ -	0.00%	\$ -	0.00%
7090	Menu/Guest Check/POS Supplies	\$ -	0.00%	\$ -	0.00%
7105	To Go Supplies	\$ 3,313.48	2.03%	\$ 2,630.15	1.40%
7106	Catering Supplies	\$ 1,737.03	1.06%	\$ 1,878.68	1.00%
7110	Operating Supplies F&B	\$ 853.57	0.52%	\$ 1,878.68	1.00%
7120	Uniforms	\$ -	0.00%	\$ -	0.00%
7470	Live Entertainment	\$ -	0.00%	\$ -	0.00%
Total Controllable Expenses		\$ 14,704.55	9.00%	\$ 18,603.50	9.90%
General & Administrative					
7190	Other Contracted Services-Admin	\$ 1,087.18	0.67%	\$ 1,200.00	0.64%
7195	Accounting Services	\$ 2,500.00	1.53%	\$ 2,500.00	1.33%
7220	Bank Charges & Fees	\$ 285.20	0.17%	\$ 15.00	0.01%
7230	Licenses & Permits	\$ 2,335.81	1.43%	\$ 600.00	0.32%
7250	Credit Card Commissions	\$ 4,023.90	2.46%	\$ 4,133.09	2.20%
7256	Employment Ads	\$ 45.00	0.03%	\$ 90.00	0.05%
7270	Dues & Subscriptions	\$ 46.95	0.03%	\$ 50.00	0.03%
7285	Key Man/General Liability Insurance	\$ 937.25	0.57%	\$ 1,275.00	0.68%
7290	Legal & Professional Services	\$ -	0.00%	\$ -	0.00%
7320	Office Supplies & Postage	\$ 155.37	0.10%	\$ 187.87	0.10%
7350	Telephone/Internet/Cable	\$ 617.73	0.38%	\$ 650.00	0.35%
7360	Travel	\$ 153.26	0.09%	\$ 125.00	0.07%
7370	Meals & Entertainment	\$ -	0.00%	\$ -	0.00%
Total General & Administrative		\$ 12,187.65	7.46%	\$ 10,825.96	5.76%
Advertising & Promotion					
7400	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
7430	Local Advertising & Promotion	\$ 578.89	0.35%	\$ -	0.00%
7435	Advertising & Marketing	\$ -	0.00%	\$ 500.00	0.27%
7460	Special Promotions	\$ -	0.00%	\$ -	0.00%
Total Advertising & Promotion		\$ 578.89	0.35%	\$ 500.00	0.27%
Repairs & Maintenance					
7500	Repairs & Maintenance	\$ 220.00	0.13%	\$ 1,878.68	1.00%
7620	R&M HVAC & Refrigeration	\$ 1,580.07	0.97%	\$ -	0.00%
7630	R&M - Plumbing	\$ -	0.00%	\$ -	0.00%
7640	R&M - Electric	\$ -	0.00%	\$ -	0.00%
7650	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
7660	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
7695	Cleaning Service	\$ -	0.00%	\$ 3,680.00	1.96%
7710	MC-HVAC & Refrigeration	\$ 1,250.00	0.77%	\$ 625.00	0.33%
7720	MC-Other Equipment	\$ 255.00	0.16%	\$ 255.00	0.14%
7750	Pest Control	\$ 85.00	0.05%	\$ 85.00	0.05%
7785	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
Total Repairs & Maintenance		\$ 3,390.07	2.08%	\$ 6,523.68	3.47%

Utilities					
7810	Electricity	\$	2,234.62	1.37%	\$ 2,442.28 1.30%
7820	Natural Gas	\$	841.68	0.52%	\$ 1,127.21 0.60%
7830	Water & Sewer	\$	364.00	0.22%	\$ 563.60 0.30%
7840	Firewood	\$	-	0.00%	\$ 500.00 0.27%
Total Utilities		\$	3,440.30	2.11%	\$ 4,633.09 2.47%
Total Operating Expenses		\$	34,301.46	21.00%	\$ 41,086.23 21.87%
Other Income (Expenses)					
5500	Door Revenue	\$	-	0.00%	\$ - 0.00%
5800	Commission Income	\$	-	0.00%	\$ - 0.00%
Total Other Income		\$	-	0.00%	\$ - 0.00%
Operating Income Before Bonus		\$	26,355.41	16.13%	\$ 27,665.75 14.73%
6455	Management Bonuses	\$	-	0.00%	\$ - 0.00%
Restaurant Operating Income		\$	26,355.41	16.13%	\$ 27,665.75 14.73%
Facility Expenses					
8010	Rents	\$	12,420.14	7.60%	\$ 12,730.64 6.78%
8015	Common Area Maintenance	\$	2,315.00	1.42%	\$ 2,464.00 1.31%
8020	Property Insurance	\$	132.00	0.08%	\$ 111.00 0.06%
8030	Property Taxes	\$	3,671.46	2.25%	\$ 3,039.57 1.62%
Total Facility Expenses		\$	18,538.60	11.35%	\$ 18,345.21 9.76%
Restaurant EBDIT		\$	7,816.81	4.78%	\$ 9,320.54 4.96%